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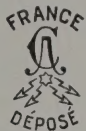
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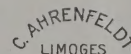


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POTTERY & GLASS

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The Development of the Credit System

HOW IT WORKS IN MODERN BUSINESS, THE RISKS INVOLVED, AND A FEW RULES THAT ARE WORTHY OF GENERAL OBSERVANCE

EITHER human nature is vastly improving in its degree of honesty, or the business merchants of the present day are more inclined to take a chance than were their forebears," remarked a well-known merchant a few days ago. "And I base my assumptions on the enormous amount of credit business that is being done yearly in every section of our country," he added.

As a matter of fact, the growth of our credit system is the result of economic development rather than better morals. The laboring man is recompensed for his hire through a system of deferred payments. He works a week, or longer, and then receives his money. Now, if he is working on credit—for that is what it virtually amounts to—he feels constrained to ask the same terms from the merchants at whose establishments he trades. If they give him the credit—which they do—it means that they in turn will have to ask credit from the supply houses, who likewise ask credit from the manufacturers. And so it goes. We are all living in the future; it is not what we have today, but what we hope to have tomorrow that buoys us up.

With the growth in the credit system has come the demand for the credit man whose function it is to stand between the would-be debtor and the store, and protect the latter from the evil designs or short comings of the former.

"Sometimes the credit man will be the subject of unjust criticism from merchandise buyers and others," said a prominent credit man recently, because for reasons good and sufficient to himself a credit is turned down. He may be accused of a desire to turn people down, driving away business, too exacting, etc. The buyers often give such excuses as reasons for their sales not being up to the required ratio of increase. The sufficient answer to these criticisms is:

"1. The credit man's desire to increase the general business.

"2. The desire to develop the credit end of the store.

"3. It requires less mental and nervous effort to O. K. an order than it does to turn it down; it is easier to say yes than to say no. It requires rare tact to say so without giving offense.

"4. The credit man always has to keep before him the prospects as to the collection of the account.

"During a conversation on this very subject one of New York's most prominent merchants, now retired, made the remark that if the Angel Gabriel were to come down from Heaven and occupy the credit man's chair there would be found those who would paint him black.

"A certain amount of risk is involved in all questions of credit. Credit is a matter of faith. Faith is the life of the commercial world and of the community. Faith rests on promises. Promises depend on integrity and ability to perform. In other words, credit is faith's venture, relying on promises, oral, written or implied, which are in turn dependent on the character and resources of the promisor to fulfill.

"Were it not that the vast majority of people are honest, the outlook from a business viewpoint would be hopeless indeed.

"Marshall Field once asked another merchant who was visiting him, if he made any bad debts in his business. He replied, 'no.' After he had gone, Marshall Field remarked to one of his officials, who was standing by, 'If he doesn't make any bad debts he doesn't do any business.'

The following six admonitions should be observed by everyone doing a credit business:

1. All claims should receive careful and prompt attention.

2. Where you learn that a customer has become dissatisfied through faulty service, imperfect goods, or otherwise, send someone at once to see the customer in order to adjust any matters needing attention, and with the view of retaining the customer's good wishes and future business. A retail customer's trade depends as much, if not more, on what he thinks of you,

and how he feels toward you, as it does on the merchandise you have to sell him. Sentiment in business there is, and he who ignores it is not wise.

3. Endeavor to have customers feel that the credit office directly represents the firm, and is always ready to take up any claim or grievance with a view to its equitable adjustment.

4. Inactive accounts should be followed up regularly. To this end the booking department should furnish the credit office with a list of all accounts which have been inactive for a period of six months or more, so that a special letter may be sent inquiring as to the cause of the inactivity of the account. By this means valuable information is often obtained, which may be acted upon accordingly.

5. One of the most important factors in the retention of good credit accounts is the kind of work done by the bookkeeping office. If the work done by the bookkeepers be indifferent, careless and inaccurate; if errors abound, if adjustments are not made with thoroughness and promptness, customers get impatient and weary and go elsewhere, and thus trade is lost that should be fostered and kept. Incompetent bookkeeping will seriously retard, if not kill the best efforts put forth by the credit office in its endeavor to build up the business.

6. Another essential is the hearty co-operation of the store management in seeing that the names and addresses and items are correctly and legibly written on all sales checks and credit slips, that calls for the return of merchandise are promptly attended to, and that the proper credit slips are made out upon the return of the goods, that charges for merchandise are not put through before the dates for the delivery of the goods and in various other ways attending to that efficiency in service which give uniform satisfaction to the customer.

STORE EMPLOYEES' LOAN SYSTEM A SUCCESS

IN ORDER to combat the loan sharks and protect their help one of the largest stores in New York inaugurated a loan system about four years ago, and report its complete success. The plan allows any employe to borrow from the concern without interest and is purely a business proposition between the store and the worker, the money being usually paid back in ten weekly installments from the employe's salary. Three hundred dollars is the understood maximum amount that can be borrowed at one time, but this, like the time in which it can be paid back, is elastic, circumstances governing each case. There are few unreasonable attempts to borrow, most of them being for death, sickness, to pay off a mortgage, dentist, lost salary, coal, and taxes. The store does not regard it in the light of charity, but as something that yields substantial returns in the way of greater efficiency and increased cheerfulness among employes, because no one can do justice

to his work with the fear of dismissal or the knowledge that most of his salary must go to pay off such iniquitous loans. Consequently, in the opinion of the manager, the store has surrounded itself with better people, and the entire plan has fostered greater honesty and trustworthiness among the workers. It is now believed that there is not an employe in the entire concern in the grasp of a loan shark. A number of concerns are contemplating installing similar loan bureaus.

POLITICS BEHIND ECKLAND CHARGES

IN a recent issue of the *Commercial Chronicle* of Chicago, Ill., the charges of mismanagement brought against the officers of the Central Cut Glass Company were reviewed with the following comment: "Oscar W. Eckland, a prominent and highly respected citizen, and recent candidate for the City Council from the Seventh ward on the Democratic ticket, is one of the defendant officers of the company. The application for an accounting was filed during the heat of the aldermanic campaign. This certainly smacks of politics."

"Charges of mismanagement against Messrs. O. W. Eckland, N. W. Erickson, J. A. Roseen, F. C. Bell, Thomas Huss, H. T. Wickes and H. T. Roseen, the officers of the company, are ridiculous on the face of them. The company has made a splendid business record and is unusually successful in its field. No concern not managed by experts and in the most businesslike manner could be as successful as is the Central Cut Glass Company. Business men in touch with the situation know this. They know that no firm or corporation can make a successful campaign for business unless it is managed by men of keen business ability and uncompromising commercial integrity. Consequently, such men of affairs know that those asking for the accounting are, to say the least, mistaken. Each of the officers of the company bears an enviable reputation in local business circles, and as far as all who know them personally or in a business way are concerned, need no defense. But the people as a whole, who are not familiar with the facts of the case, deserve to be set right in this instance. The *Commercial Chronicle* is glad to take upon itself this duty."

The American ceramic interests, carried on a prosperous trade with Germany during 1910 and 1911, as shown by the German official statistics, in metric tons: Clay, kaolin, etc., exported in 1910 weighed 19,517, and in 1911, 14,265 tons; feldspar, 13,389 tons in 1910, and 9,512 in 1911; glass and glassware, 7,596 in 1910 and 6,813 tons in 1911, all of which showed a large decrease. Stone and porcelain ware fell below its 1910 mark by 11 tons, weighing in 1910, 18,261 tons. During the first six months of 1912 Germany exported 24,983 metric tons of porcelain ware.

An Unusual Store—A Massachusetts Show Place

HOW IT BUILT ITS REPUTATION AND SUCCESSFULLY COMBINES CHINA, GLASS AND LAMPS WITH UNUSUAL THINGS PICKED UP IN MANY OUT OF THE WAY CORNERS OF THE WORLD

RETAILERS everywhere, the progressive ones at least, are constantly endeavoring to increase the prestige of their store and build up a reputation as an establishment catering to the better class of trade. Some have succeeded, many have failed, the failures being due in many instances to an utter lack of understanding on the part of the buyer as to the requirements of his trade. The store of Charles Hall, occupying a five-story building at 411 to 413 Main Street, Springfield, Mass., is an example of what can be achieved by the "exclusive" shop. It shows that the day of the exclusive shop is not yet over, in spite of the inroads made upon them by the immense department stores throughout the country. The Hall establishment is known to traveling men, and to Springfield and its suburbs as "An unusual store"—it is, and there lies the secret of why it has been successful. The successful combination of departments devoted to quaint silverware, unusual things from abroad, such as fine pieces of furniture, French fabrics, carved woods, leather and sterling silver novelties, with china, glass and lamps, is in line with modern merchandising ideas. The store has been the home of the unusual, and also the usual, since its inception and in consequence the public regards it as a place of interest, where their housefurnishing wants can be filled from high grade stocks. In order to hold the better class of trade, it is necessary to buy merchandise right, both in quality and price, and to maintain consistent retail prices that will not be under-sold. Keen business acumen, coupled with rare judgment in buying, is necessary to carry on every high grade business, and in this the Hall store is doubly blessed. Charles Hall, son of the founder and present head of the concern, learned the business, so to speak, with the great houses of Marshall Field & Co., and Carson, Pirie & Scott, Chicago, prior to his connection with

the store, upon his father's death, about six years ago. His wide experience as foreign buyer for these two concerns enabled him to carry out the plans of his father which have made the store the leading New England distributor of high grade exclusive merchandise. In this he is ably assisted by L. A. Gregg, the store manager, who was appointed manager of the hotel china, glassware, lamp and dinnerware departments under Charles Hall, senior, in 1904, and of whom we shall have more to say in a succeeding issue. These two men and their department assistants are continually studying the business, profiting by former mistakes and perfecting the organization. They have a sales force that is above the average, capable and intelligent, and with whom their customers find it a pleasure to shop. In line with this refinement of their sales people the advertising department of the Hall store is distinctive with its copy, the booklets and circulars put out are attractively written and illustrated, carrying the kind of human interest text matter that draws trade. As to the store itself, the business of which has been increased over fifty per cent. during the past five or six years, the first floor is devoted to a wide assortment of cut glass, brass and copper wares, gift articles, etc., the prices of which range from the medium-priced little things at twenty-five and fifty cents and one dollar upward, but none no less distinctive than those to be had at \$100 or more. Ample space is given over to a window display which is always one

of the most interesting along Main Street. The five floors of the store are divided into many separate rooms for the display of their varied lines, all being displayed in an original manner, such as the foreign room, illustrated herewith. In this room specimens of fine furniture, statuary, hand carved and porcelain lamps, china, etc., are exhibited without shelving in



A homelike corner in the Hall foreign room

order to make the showing as homelike as possible and thereby add to its attractiveness. Another interesting room is the Colonial china room where such names as Cauldon, Minton and Lenox appear on the complete sets and dishes of various services as well as numerous plates and fancy pieces for the table. The open stock assortment contains over fifty patterns, an assortment hardly to be found elsewhere between Boston and New York. However, it is the lofty-beamed ceiling, fluted Colonial columns, mahogany fittings and white-railed stairs and gallery that gives the room its distinctiveness and enables the character of the ware to stand out clearly. Springfield regards the Hall store as one of its show places, a valuable asset indeed for any retail establishment to have.

PRESIDENT ORDERS EXHAUSTIVE INVESTIGATION OF POTTERY INDUSTRY

PERSISTENT and at times bitter complaint from the pottery interests of Ohio and New Jersey charging bad faith and that the lowering of the tariff rates will be the ruination of the domestic pottery industry, has at length caused President Wilson to order Secretary of Commerce Redfield to conduct an immediate and exhaustive investigation of the industry throughout the country. The order of Secretary Redfield sent to the Bureau of Foreign and Domestic Commerce read as follows:

"For the purpose of promoting the commercial efficiency of the manufacture of stoneware and other ceramics you are directed, in accordance with instructions received from the President, to make a full investigation of the potteries manufacturing such goods in the United States in order that the fullest possible information may be obtained with regard to the industry and that we may be guided in all conclusions concerning it by the official knowledge of the facts."

Washington advices state that now that the demand of the potters has been granted it is the intention of Secretary Redfield to make the investigation a most searching one. The inquiry is to be minute and detailed. All the facts relating to the pottery industry, including matters which have been a cause of dispute every time a tariff bill has been before Congress, are to be bared if the Department of Commerce has its way. In brief, the department proposes to test to the limit the sincerity of the demand of the potters for investigation and publicity. The investigation will not stop with an examination of the books only. The probe will be started with the idea that books taken alone could be made to show almost anything and sustain any kind of a contention. Accordingly the investigation is to cover everything in connection with the pottery industry, such as equipment, management and the conditions of labor. If, under the high protective tariff, labor has been underpaid, the investigation is expected to disclose that fact.

Every agency possible will be engaged in the investigation by the Secretary, and if it is found necessary in order to make the probe complete it will be prosecuted through the Department of Labor and the Bureau of Corporation as well as the Bureau of Foreign and Domestic Commerce. By making use of the aggregate powers which have been bestowed upon these bureaus it is believed that everything in connection with the pottery industry can be brought to light.

The order for the investigation occasioned some surprise among the members of Congress. The point was raised that the potters having secured an investigation by executive order, other manufacturers, engaged in an entirely different industry, might make a similar demand. Under the circumstances, it is argued, the precedent established in the case of the potters may cause some embarrassment while the Underwood bill is pending in the Senate. The advocates of a tariff commission are learning of the order with great satisfaction. According to their contention it is positive proof that the administration is not all satisfied that the proposed rates on pottery in the Underwood bill are fair, equitable and based on exact knowledge of the facts.

While there is no statement from the White House it is believed the order for the pottery investigation indicates a purpose on the part of the President greatly to enlarge the inquisitorial powers of the various investigating bureaus operating under the Department of Commerce. If Secretary Redfield has his way there will be a very big increase in the appropriations for the work of the more important of these bureaus.

KIEFER BROS. OPEN NEW YORK SALESROOM

THE complete cut glass sample lines of Kiefer Bros., Brooklyn, N. Y., manufacturers, heretofore shown at only the factory and sold the trade through jobbing houses, are now on exhibition in room 1015 Flatiron Building, New York City. While the business of the company has been satisfactory in the past, their entrance into the local market will no doubt add stimulus to their lines by bringing their name before the retail trade constantly. The new showroom is located in one of the show buildings of the Metropolis; in fact, one that is known around the world. It is most conveniently located, and possessed of every business facility. The samples will be displayed on glass shelves with nicked brackets, and it will be one of the best cut glass showrooms in the trade. Their three complete lines and specialties will be ready for the inspection of the visiting trade on May 15.

Don't stop with doing the work that is mere routine. Look for chances to do something new that will produce new results.

Telling about the sales that you almost made will not put any profits in the money drawer.



Practical Law for the Buyer and the Seller

A department devoted to a discussion of the various legal matters that are constantly confronting the man in business; opinions rendered are based upon actual decisions.

Written by Elton J. Buckley.

When Interest can be Collected on Money Overdue

I AM told that the wholesale trade in various lines are discussing the expediency of charging their customers interest on overdue accounts. When interest can be collected, in cases where there has been no express contract to pay it, is therefore a timely subject, and I shall say something about it in this article.

There is no trouble collecting interest in cases where the parties have made an express contract to pay it, but like many other kinds of business contract, contracts involving the payment of money are often carelessly silent about the payment of interest. Therefore the courts are often called upon to decide from the circumstances of the case whether interest ought reasonably to be paid.

Let me say parenthetically that the average business man has an abiding dread of litigation, courts and lawyers, but in the majority of cases he is brought into contact with these things because of his own negligence in leaving loopholes in business matters that should be water tight. This question of whether interest is to be paid on money overdue is but one case of many.

In the average case a creditor to whom money is owed, where it is due at a certain time, can collect interest on it from the day it is due—and unpaid—under either of two theories. First, where it is the custom or usage of the particular business to collect it in transactions of the same kind; second, as a sort of damages for breach of contract to pay the principal at a certain time.

This includes ordinary book accounts. Let me assume that it is the custom of the wholesale shoe trade to grant thirty days' credit, and to charge interest on all accounts more than thirty days' old. A is a retail shoe dealer and buys a bill of goods from B, a jobber. A does not pay in thirty days, but takes sixty. B can collect interest for the extra thirty days, if he wishes to, on the ground that it was the custom of the trade, of which A, being of the trade, must have known. This is so even if A and B have made

no agreement to pay interest, and where B has given A no notice that interest would be demanded.

In cases where there is no established custom of the trade to charge interest, a jobber, for instance, can make his own custom. For example, A, a retailer, opens an account with B, a jobber. B, in discussing terms, tells him that his terms are sixty days net, 2 per cent. in ten, interest charged after sixty days. A buys several bills and pays all within sixty days except the last, on which he takes ninety. B charges thirty days' interest, and he can collect it, because it was his custom or practice to do so, and A had notice of it.

But in the absence of general custom of the trade, B would have to give A notice before he collected interest on his overdue account, particularly if B had accepted payment of overdue accounts from A before without asking interest. For while B could establish a custom of his own to collect interest on overdue accounts, so by not charging interest in past dealings he can establish a custom *not* to collect it, and if A is to be bound by the first custom, B must be bound by the second.

In a great many cases interest can be collected from the very minute money is due and unpaid, whether on a book account, promissory note, an ordinary loan, or what not. This is on the theory that there was a contract to pay the money at a certain time. If it is not paid by then, the contract is broken, and the creditor is entitled to damages. What is so convenient a measure of damages as legal interest?

So on this theory a seller can demand interest on any book account that is past due, or on any overdue promissory note, or on a loan that goes past the time. This is quite irrespective of whether there was any contract to pay interest; interest is payable even without any contract to pay it, always provided the creditor has not lost his right to collect it by some previous course of dealings, as explained above.

There are a few qualifications. Often two men will have mutual dealings. Two merchants in a country town, for example, will buy of each other, or their families will, and once in a while will strike a balance. Of course in every such case, but one man will owe

money. He cannot be compelled to pay interest until a balance is struck and demand is made upon him for its payment. In fact, the right to collect interest is often dependent on a demand being made for the payment of the principal. There are some debts that are not due except on demand. For instance, sometimes goods are sold without any time being specified for payment. Where the regular credit terms do not govern, such debts are due on demand, and interest is chargeable only from the date of the demand.—*Copy-right, October, 1912, by Elton J. Buckley.*

J. H. VENON TO MOVE FURTHER UPTOWN

THE new uptown china and glass district at Fifth Avenue and Sixteenth Street into which B. Tomby, the selling agent for R. Schlegelmilch's lines, first ventured as the pioneer of the trade, and which has since claimed Graham & Zenger and W. S. Pitcairn, will, about July 1, house another of the leading china and glassware representatives, J. H. Venon having announced his intention of moving from his present quarters at 43 West Fourth Street to 104 Fifth Avenue, where he has leased the fifth floor. Graham & Zenger occupy the sixth floor in this building and W. S. Pitcairn will shortly occupy the seventh. Although Mr. Venon's lease has practically another year to run, he stated he determined some months ago to secure new quarters in a section of the city more easy of access and affording more modern conditions. His inclination was at first to invade the upper Fifth Avenue section around the Thirties, but the continued tendency of the trade to locate in the neighborhood bounded by Twenty-third Street, Fifth Avenue, Fourteenth Street and Irving Place greatly influenced him to seek quarters within those boundaries. The vicinity of Union Square, further stated Mr. Venon, is about the only central locality offering display rooms large enough and at the same time at rents that are not prohibitive. The elimination of the sweatshops from the buildings in Fifth Avenue, from Fourteenth to Eighteenth Streets, also influenced Mr. Venon in his choice, particularly as he noticed their encoachment on the side streets above Twenty-third Street. Mr. Venon further stated that he is convinced that the Union Square neighborhood, any street or avenue between Fourteenth and Twenty-third Streets, would some day become the new china and glass centre and that he had backed up his judgment by taking a long lease on his new premises. Mr. Venon commenced business eleven years ago at 41 Warren Street, where he occupied a space about the size of his present private office. About seven years ago he moved to the Fourth Street district and has since occupied 4,500 square feet of space. The new quarters will give a display space of 9,000 square feet—just about double the size of the present salesrooms. The new building

offers every facility to be found in the modern loft building of to-day, and has three swift passenger elevators and two large freight lifts. Mr. Venon plans larger displays of Martin French china, Kornilow Russian china, Royal Gustafsberg Swedish china, Dresdner china and Kosta Swedish glassware in the new showrooms and sails for Europe May 15 to carry out his plans. He expects to return in September.

NEW YORK TREATED TO VIEW OF AZTEC POTTERY

FRAGMENTS of pottery and figures which have been found by the International School of Archaeology and Ethnology in its recent year's research and excavations in and about the Valley of Mexico were on exhibition at Columbia University early this year in the exhibition room in the main library building. These interesting collections show the sequence of the cultural types by means of the remains dug up in the various stratas of the valley, the excavations going as deep as thirty feet. Prof. Emil Boaz, who has but recently returned from that part of Mexico after three months spent at the operations of the society, estimates that the specimens obtained from the deep stratas represent the most primitive civilization, as much as two thousand years old.

There are nearly one thousand pieces on view, and three cases contain fragments of pottery and figures wrought in the most primitive civilization. There are heads and figurines, the majority of which are quite small, some of which have been rolled by the water of a fossil river, signs of which were found thirty feet below the surface. The characteristics of the pieces of this primitive civilization are that the parts of the body are modeled on by means of pellets and billets of clay, the eye being indicated by two indentations made with the point of a stick. Most of the figures are nude, the ornaments and pieces of clothing being modeled, when present, from pieces of clay and then stuck on.

The pottery of this same civilization, a very valuable collection of which has been made by the society, is characterized by incised designs consisting of irregular patterns. There is a prevalence of zig-zag and wavy designs. The peculiarities are splendidly brought out at the exhibition by the large case of fragments with a few whole specimens.

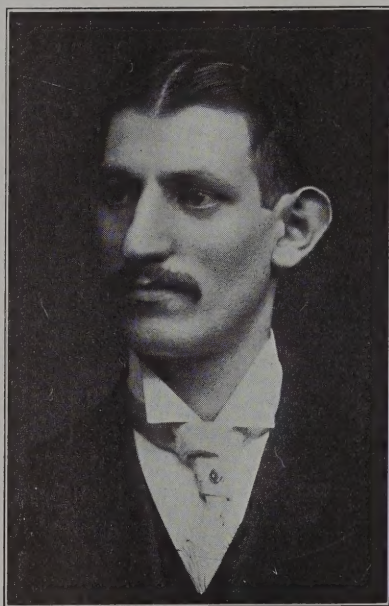
In the more recent civilizations under the Aztec tribes, the art is of a higher order. This Aztec ware is characterized by broad lines and a great variety of decorative designs. In the lower layers, in which the remains were found, the Aztec pottery found was decorated with complex designs, executed with great rapidity. In the upper layers a much finer yellow ware was found, decorated with designs consisting of very fine lines, dots and circles, as well as many geometrical treatments.

Talks With Department Store Buyers

"N O," said Simon Roth, the china and glass buyer for Rothenberg & Co., Fourteenth Street, New York City, "I don't drive an automobile, the street cars are too handy and besides. I don't really think I'd have the time to learn." Time, as nine-tenths of the workers in this city, and that means the world, figure it, is from eight-thirty A. M., when they start to work, to five-thirty P. M., when they quit. With Simon Roth it's all day long and as far into the night as necessary and starting again when he wakes up in the morning. In fact, you just have to look at him once and you know his middle name is "Hustle." A fellow that can hustle for twenty-one years along one particular line of endeavor ought to reach somewhere, so when the announcement went forth that the Rothenberg and Fourteenth Street stores had been consolidated our thoughts immediately dwelt on Simon Roth.

Trolleying down to Fourteenth Street, as teeming a retail market as ever was, we hunted up Mr. Roth and as usual found him busy. This time, amid the open-stock dinnerware patterns, glassware and house-furnishings of the stock room. Enticing him out and cornering him behind his roll top required considerable manoeuvring before he would consent to being interviewed. "Yes, I'm going over to the Fourteenth Street store June first," said Mr. Roth, in answer to our question, "and in the future the two departments will be merged into one large one. It's coincidental, too, that I should again go over the corner of Sixth avenue and Fourteenth street, for it was there I first started in the china and glass business with R. H. Macy & Company just twenty-one years ago. Fresh from grammar school I entered the department and under the able supervision of Mr. Burdett, senior, soon learned the fine points of the business." A telephone call about this time interrupted our interview and a growing line of frowning commercial men outside made the outlook for its continuance dubious. However, we were there

first and meant to stay. Mr. Roth, we learned by careful questioning, stayed at the Macy store about five years and then left to open up the glassware department under Thos. Hamilton at the New York store of Seigel, Cooper & Co. When Mr. Hamilton went to the Kauffman store, Pittsburgh, the wanderlust also seized Mr. Roth and he went along as right hand man.



SIMON ROTH.

After a stay in the "Smoky City" he came to Rothenberg & Co., as assistant to Harry Hollander. His next jump was to Mahler & Co., Thirty-first Street and Sixth Avenue, New York, where he opened up a new department for them. Three years later he was in Baltimore, Md., buying for A. A. Brager & Co. Three years in the South was long enough to be away from Broadway so he came back to the metropolis as buyer for A. L. Blumstein & Co. When Price & Rosenberg, Brooklyn, secured the Rothenberg store and looked around for a buyer, he was promoted, and for the past five years has bought for both stores, in addition to Barnett Bros., which was added to the chain three years ago. Besides china, glass and lamps

Mr. Roth has also bought for the toy, housefurnishing, trunk and bag departments.

In his new position he will buy the china, glass, lamps and housefurnishings. "Health," stated Mr. Roth, "is a large factor in the success of a department store buyer and to this and my custom of extending every courtesy to the visiting salesmen I attribute my success." In his new position he will have a better chance than ever to expand, being young, thirty-seven to be precise, we miss our guess if Simon Roth isn't to be seen crouching behind the wheel of a big motor car before long and going at high speed, a natural gait.

He takes particular pride in the salesmanship of his force and whenever his eagle eye sees a customer getting away he is sure to throw himself into the breach and save the sale. In fact, he interrupted our talk to show the boys how to sell ice boxes and then jumped over to the glassware and made another sale.

KING SEES \$150,000 SERVICE SET OF NEW YORKER

IN ORDER to personally acquaint themselves with the industries of their kingdom their Majesties King George and Queen Mary, of England, recently paid a visit to the great pottery centre of Staffordshire. The workers in the British potteries, both in their environment and the dangers incidental to their occupations, have usually been regarded as among the least favored of British artisans. Of late years, however, great improvements have been effected and their Majesties were able to see for themselves the great masses of skilled and unskilled labor upon whom the industry depends. They were met with popular acclamations in all the centres they visited and their visit has given much satisfaction in Staffordshire. While at Stoke-on-Trent a magnificent dinner service made by the Mintons was shown the royal couple, who were particularly interested and closely examined it. The order for this handsome china was placed through the New York representatives of Minton's, Ltd., Meakin & Ridgeway, about eight months ago and consists of raised gold with a chased pattern in rose du Barry. It is being made for Elbridge T. Gerry, of New York, and will cost approximately \$150,000, this being at the rate of \$150.00 per plate. The service when completed will consist of about three hundred pieces and is after an original design by a Minton artist. The design, while not strictly of the Empire period, is somewhat similar. It requires a long time to execute a service of this kind and it is not expected to be completed and delivered in this country much within a year. Meakin & Ridgeway did not care to state the name of the retailer with whom the order was placed by Mr. Gerry.

GERMANS FIND HARD FELT EXCELLENT FOR POLISHING GLASS

HARD felts for polishing metals, glass, and other substances, have been in use in Germany for many years and are extensively manufactured in different parts of this country, writes Consul General A. M. Thackara, from Berlin. The felt for polishing is usually made from sheep wool, cow and calf hair which has been carefully cleaned to free the raw materials from sand and other impurities. After being carded the hair is subjected to a treatment of sulphuric acid and then pressed into felt by processes which vary with the degree of hardness desired. The felt is then placed in a lathe and turned to the diameter required.

For polishing metals, after the periphery of the wheel is roughened, it is covered with good Cologne glue and allowed to dry for about two hours. A paste consisting of Cologne glue and emery of a granulation depending upon the kind of polishing to be done—fine, coarse, or medium—is then applied and the surface rolled in loose dry emery of about the same granulation. After drying in a warm place for

6 to 12 hours the wheel is ready for use. For polishing or grinding glass the wheels are usually treated with a silicious varnish (wasserglas) or glue. When the first-named material is used the wheels become much harder.

There are generally four grades of wheels used, for rough, medium, smooth, and finishing polish. Rough polishing is usually done with water mixed with powerful glass, coarse emery, or sand. The other grades of wheels are used with finer emery, polishing rouge, Vienna chalk, graphite, or white stearin. Lampblack is sometimes used by the glass manufacturers for obtaining a very high polish. In the glass industry in some cases the wheels are made of wood or iron, on which thick strips of felt are fastened with glue.

Felt wheels are made in many sizes, but those most used probably range in diameter from 43 to 105 centimeters (16.93 to 41.34 inches), with an average thickness of 20 millimeters (0.79 inch).

A BRITISH REVIEW OF THE TARIFF

Reviewing the possible tariff reduction the principal organ of the British pottery trade states:

"With regard to the tariff question, the statement by Mr. Underwood (chairman of the Ways and Means Committee of the House of Representatives), referred to last month, to the effect that the Committee was in favor of retaining the tariffs of 55 and 60 per cent. now in operation, does not appear to be the end of the matter. The opinion in the American potting trade, however—according to United States journals—is that the import duties will be very little, if at all, reduced. One American paper makes the statement that the majority of the Committee of Ways and Means had agreed on radical reductions in the duties on "chinaware and glassware of the cheaper varieties," but what reliance can be placed on the statement, or what it exactly means, we are unable to say. At any rate, much has to happen before the tariff bill is introduced at the extra session of Congress to be called soon after the beginning of the Wilson administration. Moreover, if the tariff on the cheaper varieties of "chinaware" were reduced, it would be of small advantage to English manufacturers, for the quantity of cheap china going to the States from the Staffordshire potteries must be quite negligible.

Bohemian manufacturers of glass goods of special varieties seem to have enjoyed a fairly good year. Of the more important markets to which exports were made may be mentioned Germany, \$1,218,000; British India, \$1,725,500; England, \$1,624,000; Hamburg, for export, \$2,436,000; Turkey, \$406,000; Balkan States, \$406,000; United States, \$500,000. In all these countries, and in Spain and Italy as well, the Bohemian glass industry has found an ever-increasing market.



Two seventeenth century plates and a two-handled cup of the Chow Dynasty recently acquired by the Metropolitan Museum of Art

The Potter's Dozen and its Equivalent

THE OLD STAFFORDSHIRE CUSTOM WHICH TERMED A DOZEN THAT NUMBER OF ANY SPECIAL ARTICLE OFFERED AT A FIXED PRICE—RANGED FROM TWO TO SIXTY

THE successful buyer of today is the one who knows every angle of his business, both buying and selling. The present day buyer, however, is not so apt to make the mistakes of the old-timer, as conditions and trade language have changed considerably of late years. This brings to mind the conversation of two former earthenware salesmen who had not kept in touch with the trade's colloquial changes. One, an Englishman, born and raised in the Staffordshire pottery district, was emphatic in stating that a "dozen" of anything didn't necessarily mean twelve—at least it didn't in the pottery trade. His friend, whose dealings had always been with the American potting interests was just as emphatic in stating that a "dozen" was a dozen and couldn't be anything else than twelve anywhere, even if they did spell it *dutzend* in Germany, *dusin* in Denmark or *duizhina* in Russia. They argued and argued, but to no avail, when, strange to say, both were right, the Englishman some years behind the times, however. It was formerly the custom for the Staffordshire potter to term a dozen that number of any special article which could be offered at any fixed price. The word dozen had practically the same meaning in all languages, but the old English use of the word was the only one that did not carry the meaning of a collection of twelve units. Of course, such things as a baker's dozen, long and devil's dozen were and still are universally known. The method of applying the potter's dozen to all articles other than flatware, including nappies, in many instances caused American buyers many brainstorms when checking up their invoices to find twice as many articles of a kind as they intended to carry. For instance, in ordering water jugs or pitchers, they were sold two, three, four, six,

nine, twelve, eighteen, twenty-four, thirty and thirty-six pieces to each dozen, complexing indeed to the uninitiated. Imagine ordering two dozen pint jugs and upon unpacking to bring forth forty-eight. However, the successful buyer knows these little things, for when he orders "twiflers" he expects to receive six or seven-inch plates, and that his order of "Irish teas" will count eighteen coffee cups to the dozen. Plates were one of the few articles sold in dozens of twelve and even they at times came sixty, seventy and eighty to the dozen. The custom seems confusing, and it was probably on this account, together with the increasing American trade that the English potter eventually got around to the numerical term of twelve to the dozen as commonly understood. Thirteen was also reckoned as a dozen when it was customary for tradesmen to give an extra item with each sale. This custom originated at the time when heavy penalties were inflicted for shortweights, the extra article or bread, as the case was, being given to protect the baker, hence the baker's or long dozen.

RETAIL PARAGRAPHS

The man who is all for himself is all for a pretty small man.

On the days when you feel mean, don't take it out on the family before going to business, or on the customers after getting there. Get off and sulk alone somewhere.

When you take on a green salesman, see that you don't expect too much of him. Remember how you once felt when in the same position.

More men than a few are poor salesmen because they eat too much, drink too much, or smoke too much.

POTTERY AND GLASS
WITH WHICH IS COMBINED
GLASS AND POTTERY WORLD

GLASS AND POTTERY WORLD, Founded 1893.
CHINA, GLASS AND POTTERY REVIEW, Founded 1897.
Amalgamated April, 1905.
POTTERY AND GLASS, Founded 1908.
Amalgamated April, 1909.

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METAL AND ALLIED INDUSTRIES

T. A. CAWTHRA - - - - - *Managing Editor*
 PROF. CHARLES F. BINNS - - - - - *Technical Editor*

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NO MORE
DEAR SIRS.

The iconoclasts have broken up many traditions during the past decade, and they have left us feeling as if the good old institu-

tions which played such an important place in the life and times of our forebears were torn bodily out of our own vitals upon which they were beginning to fasten themselves. But the worst jolt we have yet received comes in the announcement that these iconoclasts, who are waxing fat and courageous in their heartless work, are preparing to tear the "Dear Sir," and, "Dear Madam," and "Yours truly," from our letters. R-r-r-r-r-ip, and the deed is done! First we lost our sealing wax, then the typewriter was forced on us instead of pen and ink, and now we are to lose the only intimate part of the letter that remains. And the mere excuse we get for this ruthless act is: "No reason for their use." This is the announcement given out by the New York firm endeavoring to institute the custom, and printed by them on every letter leaving their establishment.

"We have never heard a good reason for the use of 'Dear Madam,' 'Dear Sir,' 'Yours very truly,' and other similar phrases in business correspondence. For the sake of accuracy, brevity and economy we have discontinued their use."

HOW ENGLISH POTTERS VIEW TARIFF BILL

“THE new American tariff bill which is now in Congress, though far from being a free trade measure, modifies the tariff in many ways, and it is hoped that the industries of Lancashire and Yorkshire and the Birmingham districts may benefit by the reduction of the tariff against some of their products,” states the Staffordshire Sentinel.

“A reduction of about 20 per cent. upon some classes of earthenware meets the expectations that had been formed in the potteries and has been hailed much with satisfaction. The general effect of the new American tariff bill is to reduce the import duties on necessaries and increase or maintain them on luxuries, and an income tax is proposed to make up the loss of revenue.

“The American industries that have been built up under the protection of tariff will now be open to additional foreign competition and this will make for their increased efficiency. On the other hand, the reduced protection will reduce wages and the cost of production and thus enable the Americans to increase their competition in the other markets of the world.

“At the first blush The English Free Traders regarded the new tariff bill as a free trade demonstration but as America will still remain Protectionist, it is now being said that it shows the difficulty of getting rid of protection when once adopted, though the Americans do not manifest much desire to do anything of the kind and the bill has yet to run the gauntlet of criticism in America, though on the whole it is expected to pass.

"The English tariff reformers claim that the bill supports their policy of not taxing the necessities of life but of placing moderate duties on foreign manufactured goods."

EFFORT TO INCREASE CUT GLASS DUTY FAILS

AN unsuccessful effort to have the duty on cut glass in the Underwood tariff bill increased from 45 per cent. to 60 per cent. was made by Representative Moore when the paragraph came up for discussion on the floor of the house recently.

"The cut glass industry in the United States is comparatively new," said Mr. Moore. "It is growing. It is subjected to the fiercest competition. The Japanese are now beginning to send cut glass to this country. Under the Panama Canal act a special advantage was given to foreign manufacturers of cut glass in that they can now send in practically free the cut glass that enters into the equipment of ships built in the United States. American factories have already suffered materially for this reason. Orders have been solicited even by the Navy Department of the United States from foreign sources."

The House rejected the amendment and adopted the schedule as proposed in the original bill.

Practical Science Department

Edited by Prof. Charles F. Binns

Cylinder Grinding--A discussion of its methods and merits, by R. Shenton

AN INTERESTING DISCUSSION OF THIS METHOD OF BODY AND COLOR GRINDING, AND
A COMPARISON IN QUALITY AND PRICE WITH THE PAN SYSTEM

This article is reprinted from Volume X. of the Transactions of the English Ceramic Society

IN speaking tonight on the subject of cylinder grinding I should like to emphasize the fact that I am dealing solely with wet grinding. I only mention dry grinding in order to make the statement that, after a series of experiments, I came to the conclusion that a much finer product was obtainable by wet grinding, and that the material was altogether more satisfactory for body mixing than that obtained by dry grinding. I also wish to say that I shall endeavor to approach the subject from a purely practical point of view, and to express only such opinions as have been justified by actual experience.

Cylinder grinding was for some time regarded with suspicion and distrust, and the use of the materials produced by its means was said to be accompanied by considerable risk. This prejudice, which probably arose from a somewhat natural disinclination to abandon methods which had been attended by good results cannot even now be said to have disappeared entirely, for there are numbers of manufacturers who still refuse to use cylinder ground materials and who cannot be induced to recognize the advantages of the method, though the arguments against it are anything but conclusive or convincing. Others, however, have been quicker to see the saving effected by adopting this method of grinding, and, either directly or indirectly, are reaping the fruits of their enterprise.

The material used from cylinders was supposed to make more pitchers; the particles were said to be spherical instead of the irregular, angular forms produced by the pan. These particles were also said to be too nearly of one size, and it was argued that they did not conduce to the close packing necessary to complete vitrification. The articles made from clay in which cylinder ground material was used were supposed to be more liable to fly and dunt in the ovens, and were said to be less able to bear their own weight when placed in "bungs" in the warehouses, while this last fact was supposed to be attributable to the fact that the cylinder did not, and could not, grind as finely as the pan. The microscope has proved that the cylinder produces exactly the same kind of irregular forms as the pan, and elutriation has demonstrated that any degree of fineness necessary can be obtained by its use. In further proof of this I may mention that a charge of body stain 40 lbs. in weight is ground

regularly at our works at Tunstall, and the residue left after passing the ground material through a fine stain lawn weighs .31 of a gram, equal to about .01 of an ounce avoirdupois. With regard to the statement that more pitchers are produced, experience has proved the contrary, and the same remark applies to the charge of flying and dunting; in fact where correct grinding methods have been adopted the whole of these charges have been found to be fallacious, for just as good and sound a body can be made from cylinder as from pan materials. In the article I now hand to you for inspection both body material, glaze and color have been ground on cylinders; you will be able to form your own opinion of the merits of the resulting article.

As in pan grinding, so in cylinder grinding, successful results are only attained by careful intelligent methods. The grinding pebbles are often thrown into the cylinders, and the material to be ground is heaped on the top of them without any thought of adjusting the one to the other, while the water is added *ad libitum*. Contrast this rough and ready method with the care taken by pan millers to secure good results. Here a definite weight of material is placed on the pans and water is only added in such quantities as experience has proved to be best. Care is taken in placing the runners, and in changing their position whenever necessary to secure the best grinding surface. An equal amount of care is needed in cylinder grinding, and no successful results will ensue unless care is used. It is better to abandon all preconceived ideas acquired from pan grinding, and, as a matter of fact, the less the men employed know of pan milling the better, except for the fundamental principles which are applicable to both methods, such as the proper calcination of the flints, cleanliness in working, and the ensuring of a sufficient degree of fineness in the finished product.

Perhaps one of the chief reasons for the prejudice against cylinders is the setting of the materials, with which some people have been troubled in the initial stages of their cylinder experience. This fault is almost entirely the result of wrong methods of grinding. There is a tendency to use far too much water, and consequently, instead of getting the rubbing or kneading motion which is essential to wet grinding, the pebbles fall in a series of blows on the material,

and this action, however successful it may be in dry grinding, is disastrous in wet grinding. Only a minimum of grinding result is obtained, the materials have to remain in the cylinder for too long a time, there is a maximum of wear and tear of both linings and grinding pebbles, with the result that an undue quantity of the lining and pebbles is ground into the material, which instead of being soft and buttery to the touch is harsh, and without cohesion, and as a natural consequence it is liable to set, so much so that in some cases it has had to be dug out of the arks and re-ground, or dried for fritting purposes. Pan grinding millers are rarely troubled by this fault; but a very material factor in the prevention of this trouble is the lime which is ground into the material by the gradual wearing away of the runners, which assists materially in keeping the material in suspension. It is also a well-known fact that many pan millers increase the quantity of lime ground into the material in the manner described by intentionally adding limestone to each charge they grind. From 2 to 3 per cent. of lime, estimated as carbonate of lime, has been found in samples of pan ground material, while our own cylinder ground material has never exceeded 0.6 per cent. of this substance. We do not add any lime whatever to our flint and stone, and have no "setting" difficulties; but some cylinder millers have adopted the plan of adding lime and have thereby corrected the setting tendency of their material, but this trouble can be avoided by adopting correct methods of grinding. It may be added that for some reason difficult to explain satisfactorily stone is not nearly as liable to set as flint, even under adverse grinding conditions.

To obtain good results in cylinder grinding the greatest care should be used in adjusting the height of the pebbles in the cylinder, the weight of material and the quantity of water in the correct relationship one to the other. If the pebbles are brought up too high the weight of material to be ground is reduced, and consequently the output of the cylinder is affected adversely. On the other hand, if the pebbles are too low in the cylinder it is not only necessary to use more power to drive, but it also takes considerably longer to grind a given weight of material, and the grinding is less efficiently done. The quantity of water used is a material factor in obtaining successful results. This should be carefully regulated in proportion to the weight and bulk of the material to be ground, the fineness or coarseness of that material and the power available for grinding. The correct proportion can only be found by careful and systematic measurement, but it is a safe rule to follow, that it is wiser to err in the direction of too little water rather than too much. It has already been stated, but it cannot be emphasized too much, that some cylinder millers add a large quantity of water

to commence with, so much so that when their grinding is completed they are able to run off the contents of the cylinder without the addition of any more water. No successful results can be obtained in this way, for not only is the period of grinding considerably prolonged thereby, but the faults already mentioned are sure to follow. No good pan miller will allow his pans to be overdone, but at the same time he will add water when necessary, and the same care and attention is required for cylinders.

It would seem that as the contents of the cylinder cannot be seen while the grinding is proceeding, as they can in pans, it is therefore more difficult to control the grinding, and that the only method of control is to stop the cylinder, open it and examine the contents periodically, thus losing valuable grinding time; but as a matter of fact this is not necessary. By observation and experience it is possible to grind almost entirely by sound, so that by listening to the roll of the contents of the cylinder one is able to judge accurately as to whether water is required or not, and also as to whether the grinding is proceeding in a satisfactory manner or not. An experienced cylinder miller can judge very closely the condition of the contents of the cylinder by its "music," and it is rarely necessary to open, except to add water when needed. A little observation and attention will soon enable any ordinary person to acquire the ability to ascertain the condition of the material being ground without opening the cylinder. It follows as a matter of course that more power is required if thick grinding be adopted than if an excess of water is used, but the cost of the additional power used is more than counterbalanced by the much shortened period of grinding, and as thick grinding tends to encourage the outward or centrifugal, as opposed to the inward or radial pressure, on account of the tendency of the thick material to adhere to the sides, it follows that the rubbing and rolling motion, so necessary in wet grinding, is encouraged by the increased tendency of the grinding pebbles to remain in contact with the walls of the cylinder over a much greater surface of its walls, so that although the power expenditure in thick grinding is more than in thin grinding, the result in the end is both more satisfactory and more economical.

(To be continued)

What is the good of a man knowing how to read if he does not use that knowledge to get the most out of his trade papers?

It may be a satisfaction to a salesman to tell a customer what he thinks of him, but it is anything but a satisfaction to the boss.

If you let your advertisements run over week after week, you will probably find your goods will be left over month after month.



Business and Personal Items About Prominent People in the Different Branches of the Trade

MRS. LEVENE, the European buyer and manager of Stern Brothers, New York, china, glass and bric-a-brac departments, is now abroad visiting the various markets in search of stock for the opening of their new store early in September. She is expected back about the middle of July.

Edward Boote sailed on the *s. s. Olympic* Saturday, May 3, on a visit to the pottery district of England. He will combine business with pleasure while abroad.

May 1 marked the retirement of the firm of John Wygant & Co. from the crockery business. They were among the oldest firms in the district, having been established over sixty years ago, and located for the past five years at 41 Park Place.

The Cambridge Glass Co. are now located in their new showrooms on the ground floor of 24 Murray Street. Thomas Dugan is in charge, assisted by Alex. Mengies.

George H. Bowman & Co. have vacated their old stand at 24 Murray Street, New York City, and in the future they will show only their cooking utensil line in the Postal Telegraph Building, where they have taken an office. S. M. Rabinowitz will continue in charge.

The St. Louis Offices of the Pittsburgh Lamp, Brass & Glass Co., in charge of Thomas H. Lohr, has been moved to the new Laclede Building. F. A. Long is now covering Indiana and Illinois with "Pilabrago" lines.

Kinney & Levan, Cleveland, Ohio, have moved into their new building at 1365 Euclid Avenue, where they will be in a position to display their crockery lines to better advantage than when located at 1427 West Sixth Street.

The New York office of the Manning, Bowman Co. is now located in rooms 216, 218 and 220, Fifth Avenue Building. The showrooms have been handsomely fitted with mahogany cases and furniture and are a decided improvement over the old Crockery Exchange offices.

Mr. and Mrs. J. H. Venon will sail on the *s. s. France*, May 15, for an extended European trip. They expect to return about September 1.

Graham & Zenger, 104 Fifth Avenue, New York City, have been incorporated under the laws of the State of New York to deal in china and glassware, with a capital stock of \$50,000. The incorporators are W. F. Graham, F. Balabar and F. A. Schabmayr.

Simon Roth, buyer of china, glass and housefurnishings for the Rothenberg store, New York, will take charge of the china and glass departments of the Fourteenth Street-Rothenberg Co. store on June 1, succeeding I. Klenert, who goes to the Henry Siegel store, Boston.

Max Schaffer Co., located at 258 Grand Street, New York, for the past fifteen years, will move to 26 Warren Street about August 1. They carry a full line of gas and electric fixtures, globes and mantels.

E. J. Ridgeway of Meakin & Ridgeway, New York, sailed Saturday, April 26, on the *s. s. Oceanic* on his annual trip to the potteries.

W. G. Benedikt, buyer and manager of the china and glassware departments for L. Bamberger & Co., Newark, N. J., sailed early in May on a short visit to the European markets. He is expected back about the middle of June.

L. Barth & Son of 32 and 34 Cooper Square, New York City, are now also occupying premises at 36 and 38 Cooper Square. They have moved their factory formerly located on Forty-fourth Street to the upper floors of their new quarters, and have considerably enlarged their bar glass department. They will also manufacture everything in their French range department.

William D. Dougherty, New York sales manager of the Consolidated Lamp and Glass Co., delivered an interesting talk to the sales force of the Public Service Corporation at Newark, N. J., last month. His topic was "Cora" glass, the product of his company.

C. W. Hoffman, lamp and lighting fixture buyer for the New York store of John Wanamaker, will sail early in June on his annual visit to the European markets in search of novelties for the fall season.

John Connelly, foreign buyer for Jones, McDuffee & Stratton Co., Boston, Mass., returned from Europe on the *s. s. Carmania* the latter part of April.

J. Hawthorne, china and glassware buyer for John Wanamaker, New York store, sailed from Southampton, Thursday, May 8, and is expected at his office May 15.

T. Attridge, manager and buyer of the Gimbel Bros., New York, lamp department, is expected at his desk May 16. Mr. Attridge has been abroad for some time past looking over the markets in the interests of his department.

William Pollard Ihmsen, widely known in glass manufacturing circles, died April 27 at his home in Marion, Ind., after an illness of four months. He was a son of the late Dominick Ihmsen, who was the founder of the old Ihmsen Glass Company of the South Side, Pittsburgh. He was associated with the McKee Glass Manufacturing Company of Marion at the time of his death.

A. Gredelue, of 43 West Fourth Street, New York, expects to sail for Europe Tuesday, June 17.

Emil Bronnum, the representative of the Royal Copenhagen Porcelain Works, sailed last week for his home in Denmark, after a very successful season in this country. He is expected to return late in fall.

George C. Thompson, of the C. C. Thompson Pottery Company, of East Liverpool, O., is about to receive patent papers on a new safety bolt for railroad track work. The bolt consists of a hollow shaft of any desired width or length. It is claimed that the device would give absolute safety in preventing the spreading of rail joints and save a large amount of money now spent in keeping nuts and rails tight.

EASTERN HEADQUARTERS AT NEW YORK OFFICE

THE Eastern headquarters of the Pittsburgh Lamp, Brass and Glass Company will in the future be located at the New York office. Joseph E. Frechie, the Eastern sales manager, taking charge of the office May 1. George N. Blust, in charge of the local branch for some years past has tendered his resignation to take effect May 15. Mr. Frechie has been associated with the company for the past fifteen years, many of which were spent in charge of the Philadelphia office, his promotion as Eastern sales manager being made on January 1, last. The following will be associated with the New York office in the future: H. C. De Vine, in charge of the Philadelphia office; J. J. Dunn, in charge

of the Boston office; H. A. Winterknight and William A. Cunliffe, with the Philadelphia branch, will in the future spend sometime each month at the New York office. Charles Kraft, M. G. Salabes and W. Edmonds, of the New York force, will continue as heretofore.

OBITUARY

LAWRENCE WEDGWOOD

Lawrence Wedgwood, senior member of the firm of Josiah Wedgwood & Sons and father of Kennard L. Wedgwood, the New York selling agent, died at his home in Stoke, England, Tuesday, May 6, after a short illness. Mr. Wedgwood was in his sixty-fifth year and was the last surviving member of the fourth generation succeeding Josiah Wedgwood, founder of the pottery. He was prominent in public affairs and it was his honor to receive the King and Queen on their recent visit to the pottery district. K. L. Wedgwood received the news of his father's death while in Chicago and hastened to New York, sailing Saturday, May 10, for Stoke on the *s. s. Majestic*. He will now become the head of his branch of the family.

THE ECONOMY OF PLAIN GLASSWARE

SUCCESSFUL merchandising of crockery and glass, like any other business, requires a keen insight of the possibilities of the various furnishing fads and decorative table treatments. It pays to carefully cater to the vogue for special design glassware and playing up the fact, that you carry a line in harmony with the popular treatments of the day, in your advertising will bring the desired results. Through the medium of popular magazines and books the public is acquiring a taste for tableware that the dealer will do well to cultivate. The housewife of to-day is using more inexpensive glassware, that without design, than ever before. Because she will have no trouble replacing the broken pieces, and no matter how careful she may be, glasses will break. If you care for the vast trade of the great middle classes, preach economy in your advertising. Tell the housewife that the finest kinds of glassware will break or crack quite as readily as the most inferior, but in the majority of cases can be replaced more readily. As in the selection of china, good lines are important.

The simple kinds of glassware are so frequently offered for sale at very large reductions from regular prices, that one may replenish one's supply very easily; and, if needed, the whole sets may be matched up in buying in this manner. If the shape one has chosen is a little unusual, or hard to match, it will be advisable to lay in a rather large supply, to be kept in reserve.

The ordinary tumblers being in more constant use, will show a larger proportion of breakage than will other glasses that are not used so frequently.

In the New York Market

A Description of Seasonable and Staple Novelties That Have Lately Made Their Appearance and Where to Get Them

DURING the past month the engraved and sculptured glassware line of John N. Illig, Corning, N. Y., shown in the local market by E. L. Bates, has been materially increased by the addition of a number of new samples. The ware is found in all the leading stores and shops where quality of material and workmanship is demanded and appreciated. The many original designs produced give the Illig line a distinctiveness that demands inspection. On their line of whisky and wine sets the designs have been worked out in keeping with the contents of the bottle, and show the unthreshed rye stalk, the flowering thistle of Scotland, and a beautifully engraved grape spray, all exquisitely executed. Another charming piece of work is a celery tray the bottom of which has deeply sculptured stalks of celery that are most natural in every particular. The whole line is replete with remarkable pieces of glassware, and the rock crystal numbers are exceedingly fine.

* * *

The local office of the United States Glass Co. is showing a footed nut bowl of mirrored glassware that is exceptionally pleasing. The bowl has a deep scalloped edge and is a deep rich gold outside; the inside is also of mirrored gold, and is extremely strong in brilliant iridescent flashes of color. They may be had in three sizes, large, medium and individual. Their stemware line has also been increased by the addition of a line of pressed tumblers, goblets and sherbets in imitation of rock crystal ware. This line is called the "Mayflower" or "Plymouth Rock" pattern and is cleverly designed. Of the recent additions to the line No. 45 "Colonis" is a moderately priced line of Colonial tableware, plain or with gold decorated rim, and No. 47 Floral design is an imitation cut glass

This department is designed to give a brief account of some of the latest things that make their appearance in the pottery, glass, lamp and art metal markets, and where they may be obtained. For the busy buyer and retailer this information is especially worthy of perusal as one suggestion from the entire list may open a source of profitable business to him. New designs in cut glass, new shapes in china and pottery, perfections and improvements in standard goods, interesting treatments in brass ware, and the latest styles in lamps, will be featured as far as practical, and those wares that are running popular in certain parts of the country will be given mention. If any of our readers want to know further about any style of goods described in these columns we will be glad to advise them to the best of our ability.

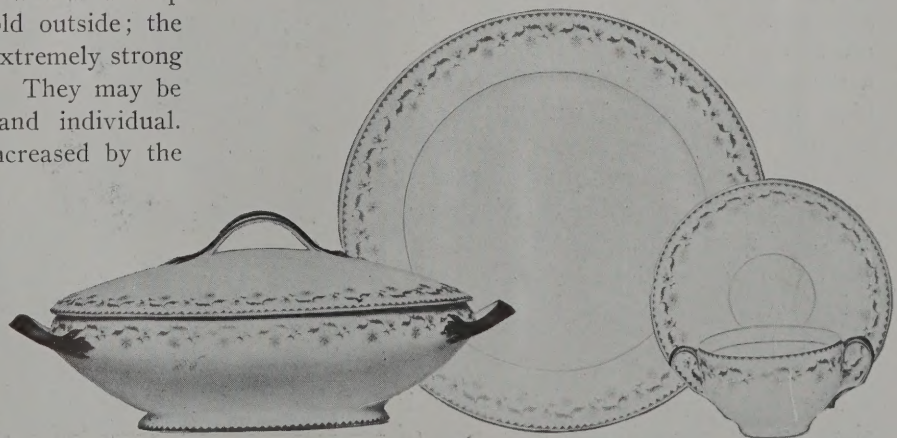
line with pressed floral panels. The factories are working on several other new numbers, and now that full operations have been resumed it is expected they will be forwarded to the various branches in the near future.

* * *

The Crescent Cut Glass Company, Newark, N. J., have sent H. Benedikt, their new York selling agent, a new floral cutting on a line of bowls which should be seen to be appreciated.

* * *

Lucky, indeed, is the retailer who can promptly fill the gaps in his customers' dinnerware service. To do this he must carry open-stock lines—ones that are continually carried in stock in this country, within easy reach. Vogt & Dose, importers of French china, both white and decorated, make a special feature of their open-stock patterns, and carry in stock twenty-five designs. They are able to fill the dealer's wants, be it a single plate or a number of sets in the quickest possible time. Of the new shapes and decoration with which they have been particularly successful this season No. 5855 decoration on their "Longchamps" shape



"Longchamps" shape with decoration No. 5855—one of the openstock patterns carried by Vogt & Dose

is exceptionally fine. The decoration consists of a small light green rim border below which is a circling border of blue corn flowers and foliage. All hollow-ware have half matt gold handles, as is also the case with the cups, saucers, salads, cakes and chops. The decoration can be had on everything in dinnerware and on a line of bureau, tea, coffee or chocolate sets, as well as on any piece of white ware shown in the salesroom. The price of this number is exceptionally moderate and the ware is the best Limoges china, imported from the factory of Gustave Vogt, Limoges, France, for whom they are sole American agents. Buyers visiting the market should not fail to see the line and this number in particular.

* * *

The mirror plateaux trade of Charles Baum, 35 Frankfort Street, has materially increased during the present year and bids fair to exceed the record sales of 1912. The special mirror plateaux manufactured by this house was in great demand during 1912 over 175,000 of style No. 515 being sold. Department stores all over the country used them in their special sales with large profits. These plateaux are all silver lacquered and warranted for two years. Each mirror plateaux comes packed separately in a box and any quantity of them can be delivered in three days' time. Every kind of plateaux imaginable is turned out at the Baum shops and they will be pleased to send new prices, never before quoted, to all interested.

* * *

William Upham is showing many exceptional values in medium and low priced floral and combination cuttings at his showrooms on Murray Street, in the rich up-to-date treatments now in vogue. The new cuttings are carried on a general line of blanks and are worth inspection.

* * *

The steady demand for solid color breakfast and coffee sets has led Blake-man & Henderson to bring out a wider assortment of this ware. One of the newer sets is shown in a solid yellow with a broad white band decorated with blue corn flowers and with matt gold handles. The colors shown are violet, blue, green and yellow. Each breakfast set consists of six and a half inch and five and a half inch plates, cups and saucers, fruit, oatmeal, cereal, hot milk jug, tea pot and sugar, in all sixteen pieces.

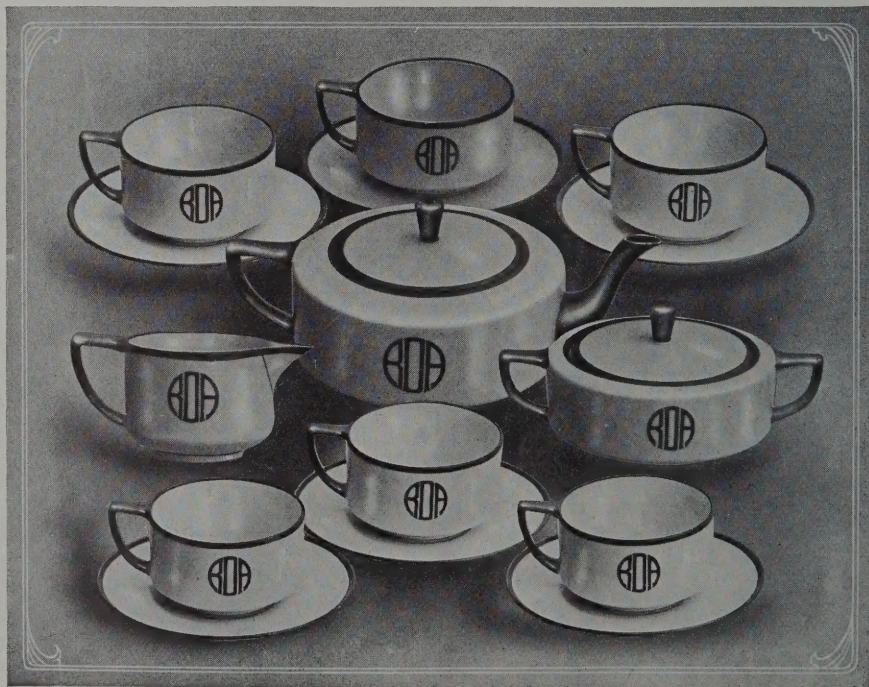
* * *

The Art Import China Company is showing an exceptionally fine line of monogrammed tea sets at their Thirty-

seventh Street salesrooms. The ware has the natural color of old ivory, and is easily detected from tinted goods, being the most exclusive chinaware made. They call one particularly pleasing shape the "Daphne" which is decorated, as illustrated, with the best coin gold and can be had in seventeen piece sets or full twenty-three piece five o'clock tea sets for six persons. The decoration consists of coin gold band, fully gilded handles and three letter monogram, the prices range from \$29.50 to \$40.25, according to size.

B. F. DRAKENFELD & CO. MOVE TO MURRAY STREET

THE five-story building at 50 Murray Street, New York City, was occupied on May 1 by B. F. Drakenfeld & Co., importers and manufacturers of mineral colors and materials for decorating china, glass and enameled ware, and who for many years were located at the corner of Park Place and Church Street. The building has been practically rebuilt for them, and besides being five stories in height, has two basements, which gives them seven floors in all. The steady growth of the business necessitated the change, as they were no longer able to handle the volume of business received without serious inconvenience. Their warehouse facilities, of course, remain unchanged. B. F. Drakenfeld & Co. were one of the pioneer houses in their line, specializing in vitrifiable colors and general supplies for the pottery, glass and enamel trade and their growth has been coincidental with the growth of these industries in this country. In the new quarters they have every facility and are just as centrally located as in the past.



"Daphne" Tea set shown by the Art China Import Co.



THE RETAILERS

Notes About New Firms Entering the Pottery and Glass Field and Changes in Old Concerns

ALTHOUGH no official announcement has as yet been made, it is generally understood in the trade that Stern Brothers, now located on West Twenty-third Street, New York City, will occupy their handsome new store building on Forty-second Street, between Fifth and Sixth Avenues, early in September. The new building is now practically completed, and the work of gathering the immense stocks to be carried is under way. The old store on Twenty-third Street will be closed to the public on Thursday, August 28, and the succeeding five days will be devoted to moving, the new store opening on September 2. The new location is in the heart of the fashionable shopping district and within easy reach of the other large stores who have recently moved uptown. The china and glass departments will occupy much larger quarters than at present.

Fish Brothers & Company, Nashville, Tenn., moved into their new store early last month, the occasion being celebrated by an opening reception. The store was crowded continuously and the firm gave souvenirs consisting of decorated plates and art calendars to all present. One of the features of the opening was a large banquet table set with complete service of china and glassware. Fish Brothers Company is one of the oldest retail china, glass and housefurnishing houses in Nashville and was established over twenty years ago.

The chinaware shop of P. J. Kuhn, 800 West Market Street, Louisville, Ky., suffered a loss of approximately \$5,000 on April 14, when a disastrous blaze gutted the premises.

One of the remarkable features of the Dayton flood is told by the employees of the Rike-Kumler Company. Their elaborate stock of rich cut glass and fine china was displayed in the basement of the building on large round tables, and during the rise of the waters the weight of the ware evidently was sufficient to keep most of the tables from overturning. When the waters receded the frail glassware was found in-

tact. The store was hurriedly opened up after the flood, business being conducted on the upper floors, the first floor being a wreck, on April third, and business was surprisingly good, considering that a big portion of Dayton suffered material loss from the flood. Fred H. Rike, president, and I. G. Kumler, vice-president, are both optimistic as to the future—so much so that the concern's sixtieth anniversary will be celebrated during this month, just as it was planned prior to the disaster. By the time of the anniversary sale all of the flood merchandise will have been disposed of, it is believed, but, if any remains on hand, it will not be in any way connected with the anniversary sale.

The big store of The Mabley & Carew Company, Fifth Avenue, Cincinnati, Ohio, has been entirely remodeled and re-decorated. The ceilings have been painted in immaculate white, new green carpets have been laid, partition walls have been removed and replaced by steel pillars, allowing an abundance of daylight throughout the store. They have also installed new elevators and put in an extra entrance as well as new lighting fixtures. Rest rooms have been provided for customers and employees alike, even the basement, where the china, glass and housefurnishing departments are located has received the attention of the decorator, in fact, it does not seem like the old place, and one is almost tempted to call it their new store, so thoroughly has the work been done.

Fifteen hundred Buffalo, N. Y., department store employees went on strike May 1 for increased wages and shorter hours. They organized under the name of the Buffalo Department Store Employees' Association. The clerks demand an eight-hour day, with Saturday half holidays in June, July, August and September, and minimum wages of \$15 for men, \$8 for boys, girls and women, and \$18 for drivers and chauffeurs. They assert that the bundle counter clerks now receive between \$2.50 and \$3 a week and that the average wages of the girl and women clerks is \$5. The retail trade was almost completely paralyzed by the walk out.

Among the Glass Houses

BEING A PAGE OF SHORT NOTES OF BUSINESS AFFAIRS IN DIFFERENT FACTORIES

PITTSBURGH, PA.—The strike of about four thousand glass workers in the various shops of the United States Glass Company was settled late in April and the shops resumed full operations on Monday, May 5, after being practically shut down for a month. The differences between the company and the workers have resulted in an adjustment being reached by which the union gets recognition and all workers are immediately reinstated. The wage scale agreed upon by the National Association of Glass Manufacturers will be conformed with by the company.

Lancaster, O.—The Lancaster Glass Company of this place has awarded contracts for the construction of a new office building, the approximate cost of which will be \$2,000. They also contemplate other improvements about the plant in the near future.

Tiffin, O.—The Tiffin Cut Glass Company, which suffered considerable loss during the flood, has announced its intention of rebuilding its plant and remaining in the city. H. W. Yeager and W. H. Kildow have acquired a controlling interest in the firm and a corporation to be known by the same name will be effected and the company reorganized. It is expected that the new plant will be erected on higher ground than the one on Union Street.

Pittsburgh, Pa.—The Pittsburgh, Art Glass Company has purchased a site fifty by one hundred feet at the corner of Warden and McCartney Streets, West End, and are erecting a brick factory for the manufacture of art glass. About seventy-five hands will be employed in the new plant of the company.

Birmingham, Ala.—J. P. Wright and Robert R. Zell and other business men, have organized the Diamond Flint Glass Company and propose to manufacture glassware. John Finkbeiner has been engaged as manager of the plant.

Corning, N. Y.—The plant of the Ferris Cut Glass Company was damaged to the extent of \$12,000 by a disastrous fire, which did \$45,000 damage to various manufacturing interests in this city on April 19. The plant was gutted and was next to the heaviest hit by the fire.

Albany, N. Y.—Morris M. Baker, of Brooklyn, I. D. and S. Cohen and I. H. Baker, have incorporated as the Century Cut Glass Company, with a capital of \$10,000. They will deal in glassware, gold, and silverware and will locate in Manhattan.

Stroudsburg, Pa.—John E. Krantz and G. W. Sell

have sold their interests in the cut glass factory of W. H. Gibbs & Co., to Mr. Gibbs, Joseph Shiffer, James H. Arbogast and C. Gearhart. The business will be continued as heretofore with Mr. Gibbs as manager and J. H. Arbogast, assistant manager.

Toledo, O.—The Cathedral Art Glass Company has been incorporated with a capital of \$5,000 to manufacture art glass. Harry S. Fox, R. W. Sloan, B. A. Sloan and Floy M. Sloan, of this city, are the incorporators.

Rochester, Pa.—The H. C. Fry Glass Company will spend approximately \$35,000 on improvements and additions to their Beaver Valley Glass and Fry Glass factories there, in the near future. The first improvement to be undertaken is the erection of a modern three-story brick office building at the Fry plant, forty by eight feet. This building will be used exclusively for the clerical force, general sample room and special display rooms. The building now used for this purpose will be removed, entirely remodeled and later used for storage purposes. Two new wings to the plant of the Beaver Valley Glass Co. are also to be constructed, each covering a site thirty by one hundred feet. They will be utilized for cutting and etching shops respectively.

AMERICAN CUT GLASS SELLS IN CHINA

LAST year one of the large retail merchants of Hongkong imported a small assortment of American cut glass in order to gauge the possibilities of the local market for this class of goods. The sales, states Vice-Consul-General A. E. Carleton, Hongkong, were decidedly encouraging, and a larger and more varied importation will be made in the near future. It was the first time that cut glass was ever shown in Hongkong, or at least in any considerable amount, and the prospects of finding a reasonable market were altogether problematical, as the European population is small and it was not thought the Chinese would be interested in such an expensive luxury. However, the latter have proved ready customers and purchased about 50 per cent. of this lot. This article is somewhat of a novelty to the Chinese; it appeals to their artistic sense, and in these days anything Western is almost certain to meet with more or less ready acceptance. Although the China market for glass is not yet of great importance, the trade will no doubt increase and become in time reasonably large. The value of the importations in China can not be determined, as the customs returns group all classes of glassware under one heading, but it is small.

Lamps, Lighting Fixtures, Shades and Art Metal

THE Fostoria Glass Company, Moundville, W. Va., have sent John Nixon, their New York representative, a handsome line of new oil lamp samples in advance of the general lamp line which will be shown in New York in the near future. The factory is now working on a new assortment in crystal glass, rough surface, with conventional designs, and also an entirely new collection of lamps in crystal glass with etched outside and painted with various forest scenes on the inside. The numbers now on exhibition range from the small conventional lamp with globe-shaped base and shade to the more elaborate ones with vase bases and fringed bell-shaped shades. The decorations show floral designs, such as the peony poppy and American beauty rose in natural size and colorings, as well as mountain landscapes and rural winter scenes. All mountings and parts are of solid brass and finished in a rich gold. The prices are one of the features of the line, and in spite of the demand for gas and electric portables both the city and country dealers will find a steady demand for the parlor or living room decorated oil lamp.

* * *

Gillinder & Sons, Inc., are now occupying their new quarters in the Farragut Building, 19 Madison Avenue, New York. The new showroom has been fitted with every facility for the proper display of lighting glassware and fixtures, and has unlimited light from the west, the building fronting upon Madison Square Park. They occupy the entire sixth floor.

* * *

The New York salesroom of The Handle Company, recently moved from West Broadway to the Fifth Avenue Building, is at present occupying temporary quarters in room 210 while the work of re-wiring and re-decorating room 212, which they will occupy, is under way. On account of the unusual number of circuits necessary and for which the ceiling and wall had not previously been wired, the company were delayed in getting things ship-shape on May 1.

However, when completed the inconvenience will be made up by the choice location and modern facilities at their command.

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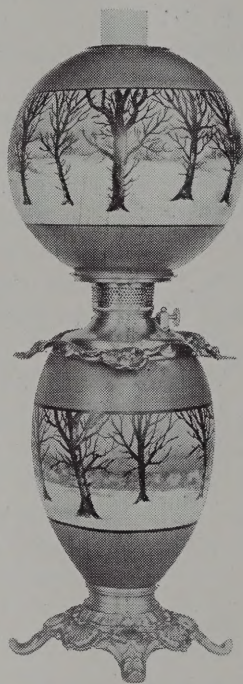
The Unique Art Glass and Metal Company, manufacturers of gas and electric art glass shades, have moved their New York showrooms from 36 West Twenty-eighth Street to the new Architect's Building, Park Avenue and Fortieth Street.

* * *

The new portable line of Bradley & Hubbard contains some exceedingly fine examples of the Adam style of decoration. It is about the purest reproduction of the great master's style as yet shown in lamps and fixtures, especially in brass, and is already to be found in all the large lamp departments. The base of the portable is a reproduction of the Portland vase with exquisite Wedgwood bas relief decorations in white on a jasper blue or Nile green ground. These portables should be in great demand with the decorative trade. They give an idea of the many beautiful treatments made possible by the style and motifs of the Adam brothers. The new line also contains a number of handsome portables in the French classic and Empire styles.

* * *

The line of lamps shown by the Pairpoint Corporation is in line with the standard of other years, the decorative treatments all being new and original. The Pairpoint line is always conspicuous in the lamp departments on account of its distinctiveness; the beautiful colorings and odd shapes of their blown shades being in marked contrast with those of other lines. The fruit and flower motifs blown in the glass and then carefully hand painted are not to be found anywhere else. The bases of the portables are to be had in all the usual finishes, such as silver plated, brush brass and old ivory. Engraved and etched shades are also shown, the Colonial patterns with their pendants of glass being exceptionally good. The latter are enjoying considerable popularity on account of their importance for Colonial decorative schemes.



One of the new decorated oil lamps shown by the Fostoria Glass Co.

News from the Potteries

EAST LIVERPOOL, O.—After three days of deliberations in which time both sides had ample opportunity to be heard, the arbitration committee hearing the demands of the several hundred girl employes of the bisque and glost warehouses and dipping departments in the potteries of this city, Wellsville, Chester and Newell, handed down a decision which calls for a material increase in wages. The drawing girls will receive an advance of from \$1 to \$1.15 per kiln; bisque brushers from \$1.05 to \$1.30; stampers from \$1.10 to \$1.25, and dippers' assistants from \$1.10 to \$1.30.

* * *

Salem, O.—T. J. McNichol and William Smith, two of the founders of the Salem China Company, have sold their interests in this concern to local business men and withdrawn from the business. Their action was announced at the recent annual meeting of the company, at which time the following officers were elected for the ensuing year: D. P. Cronin, president; John McNichol, vice-president, and Thomas Darragh, secretary and treasurer.

Salem, O.—Wm. Smith, with his three sons, have purchased a small pottery turning out cooking ware, located at Perryville, Ohio, just west of this place, and in future will centre their activities there.

* * *

Zanesville, O.—Latest reports from the flood district state that the Bohemian Pottery Company's plant, which was greatly damaged, will be rebuilt at once. The waters of the Muskingum River swept everything inside the plant away, but President E. S. Munch expects to have the pottery working again in the near future.

* * *

Cambridge, O.—The output of the Guernsey Earthenware Company will be materially increased just as soon as the two additional kilns now being built are completed. The company has experienced increasing demands for their cooking ware of late and the increase in capacity is deemed pertinent.

* * *

Baltimore, Md.—The plant formerly operated by D. F. Haynes & Co., at Locust Point, has been taken over by the recently incorporated Haynes Pottery Company, who will start operations in the near future with a force of about one hundred and twenty-five employees. The pottery has been idle for several months past. The management of the plant will be

under the supervision of Frank R. Haynes. The new concern incorporated with a capital of \$150,000.

* * *

White Cottage, O.—The newly-constructed plant of the Stine Pottery Company, at this place, was officially dedicated last month, although not yet in operation. Over one hundred workers took part. A former plant of this company located here was swept away by a disastrous fire about a year ago.

* * *

East Liverpool, O.—Willard R. Morris, a former pottery salesman, who was made receiver for the Globe Pottery Company, has been relieved of his duties and the plant is now being managed by C. H. Hartt, formerly connected with the Potter's Co-operative Company of this city. It is possible that a new company will be formed under a new name and the plant taken over, but as yet nothing definite has been announced.

* * *

Chester, W. Va.—Citizens who were interested in the movement to add a new pottery to the plant of the Taylor, Smith & Taylor Company at this place seem content to let the matter rest for the present. The abandoning of the project will in no way curtail the Taylor, Smith & Taylor people, who early in the year leased the six-kiln pottery of the Brunt Pottery Company, in East Liverpool, which they have continued to operate steadily.

* * *

Sebring, O.—The local newspapers are carrying classified advertisements in order to refill the ranks of women decorators, of whom there has been a decided shortage for some time throughout the pottery district. The decorating plants in Indianapolis have asked the East Liverpool trade for aid, and a number of other potteries are also complaining of the shortage.

* * *

Trenton, N. J.—The perfection of underglaze gold decoration on pottery is claimed to have been attained at the Cook pottery in this city. Manufacturers for years have wrestled with this problem and its achievement is of unusual interest in the trade. It is claimed that the decorations now being put on the Cook ware will not wear off. As is well understood in the trade, ware decorated with gold invariably tarnishes or gradually wears off with use, so when placed under the glaze and fired in the glost kiln it is imperishable.

DIRECTORY OF PRINCIPAL ORGANIZATIONS ALLIED WITH THE POTTERY AND GLASS TRADE

AMERICAN ASSOCIATION OF FLINT AND LIME GLASS MANUFACTURERS

President, Thomas Evans, Pittsburgh, Pa.
 Vice-President, Marshall W. Gleason, Brooklyn, N. Y.
 Vice-President, A. J. Smith, Pittsburgh, Pa.
 Treasurer, E. P. Ebberts, Pittsburgh, Pa.

NATIONAL ASSOCIATION OF MANUFACTURERS OF PRESSED AND BLOWN GLASSWARE

President, E. J. Barry, Toledo, O.
 Vice-President, M. W. Gleason, Brooklyn, N. Y.
 Treasurer, J. D. Wilson, Tarentum, Pa.
 Secretary, John Kunzler, Pittsburgh, Pa.

UNITED STATES POTTERS' ASSOCIATION

President, H. D. Wintringer, Steubenville, O.
 First Vice-President, William Burgess, Trenton, N. J.
 Sec'y and Treas., John T. Cartwright, E. Liverpool, O.

AMERICAN CERAMIC SOCIETY

President, Arthur S. Watts, Columbus, O.
 Vice-President, Cullen W. Parmelee, New Brunswick, N. J.
 Secretary, Edward Orton, Jr., Columbus, O.
 Treasurer, Ellis Lovejoy, E.M., Columbus, O.

CROCKERY BOARD OF TRADE.

President, John J. Miller.
 First Vice-President, L. S. Hinman.
 Second Vice-president, George B. Jones.
 Treasurer, Chas. A. Holbrook.
 Secretary, L. S. Owen, 149 Church St., New York.

NATIONAL ASSOCIATION OF CUT GLASS MANUFACTURERS.

President, H. D. Carey, Jermyn, Pa.
 Vice-President, J. E. Marsden, Egg Harbor, N. J.
 Secretary, Arthur L. Blackmer, New Bedford, Mass.
 Treasurer, T. B. Strittmatter, Philadelphia, Pa.

TRADE UNION ORGANIZATION

NATIONAL BROTHERHOOD OF OPERATIVE POTTERS.

President, Edward Menge, E. Liverpool, O.
 First Vice-President, F. H. Hutchins, Trenton, N. J.
 Second Vice-President, Samuel E. Burgess, East Liverpool, O.
 Third Vice-President, Samuel Burford, Tiffin, O.
 Secretary-Treasurer, John T. Wood, E. Liverpool, O.

AMERICA FLINT GLASS WORKERS' UNION.

President-Treasurer, Thos. W. Rowe.
 Vice-President, Wm. J. Croke, Toledo, O.
 Secretary, Wm. P. Clarke, Ohio Bldg., Toledo, O.
 Assistant Secretary, D. J. McGrail, Toledo.

FRATERNAL AND INSURANCE ORGANIZATIONS

POTTERY, BRASS AND GLASS SALESMEN'S ASSOCIATION

President, Wm. W. Magee.
 Vice-President, E. F. Anderson.
 Secretary, Joseph F. O'Gorman, New York.
 Treasurer, George Hamilton, New York.

WESTERN GLASS AND POTTERY ASSOCIATION.

President, W. W. Lang, Cleveland, O.
 First Vice-President, H. L. Dixon.
 Second Vice-President, W. J. Patterson.
 Secretary, J. G. Kaufman.
 Treasurer, Robert West.

RECEIVER APPOINTED FOR EDWARD BUTLER

EDWARD BUTLER, importer of china and crockery at 67 Park Place, has filed a petition in bankruptcy, with liabilities, \$17,084, and assets, \$18,534, consisting of stock, \$3,191; office fixtures, \$1,078; accounts, \$12,703; notes, \$441; shares of stock, \$1,120, and cash in bank, \$1. The largest creditor is Wedgwood & Co., of Turnstall, England, \$10,745, and that firm also appears as a debtor to Mr. Butler for \$1,080 returned merchandise and commissions due. Judge Holt appointed Sutherland G. Smith receiver.

There is nothing to be gained by hunting up someone else who can be blamed for your failures. Shoulder your own responsibilities.

The dirty store is the leaky store. Dirt produces some leaks and it covers up many others. Clean up and uncover those sources of loss.

Don't leave it to memory to price your goods to your customers—not if you claim to run a one-price store.

Don't buy advertising space or an advertising scheme for any other reason than that it will produce business for you, unless you can afford to charge the expense to charity.

ADVERTISERS' DIRECTORY

Baum, Chas.	30
Brush-McCoy Pottery Co.	30
Bush Glass Co.	28
Cawthra & Co., T. A.	30
Chemisch Metallurgische Industrigesellschaft.	33
Crouch & Fitzgerald	32
Central Glass Works	4
Duncan & Miller Glass Co.	4
Drakenfeld & Co., B. F.	34
Empire Cut Glass Co.	30
Fostoria Glass Co.	2
Graham & Zenger.	29
Haviland & Co.	3
Haviland & Abbot.	5
Haviland, Theodore & Co.	36
Harshaw, Fuller & Goodwin	35
Hanovia Chemical Co.	35
Hinde & Dauch Paper Co.	33
Harvey, I. R.	28
Henderson & Gumpel	29
Herbert, M.	29
Huott Publishing Co.	31, 32, 35
Kupper, Herman C.	5
Kiefer Bros.	31
Libbey Glass Co.	6
Mitchell Grindstone Works	33
McNicol Pottery Co., D. E.	28
Mason Color & Chemical Co.	34
Oriental Glass Co.	31
Peters & Reed Pottery Co.	28
Pittsburgh Lamp Brass & Glass Co.	29
Penna. Salt Mfg. Co.	33
Paper Makers' Chemical Co.	33
Rawsthorne, Robert	33
Roessler & Hasslacher Chemical Co.	34
Richards, M. V.	28
Southern Railroad	28
State College of Ceramic	32
Taintor Mfg. Co., H. F.	34
Tebbutts	33
Time and Energy Co., The.	32
Venon, J. H.	29
Wiarda & Co., John C.	35
Wenger's Ltd.	35

Any man can get mad and quit his job, but it takes the right kind of a man to get mad and stick to it and do better.

The men who have the most curiosity to know all about everybody else's business generally have the least curiosity to know all about their own.

W A N T E D

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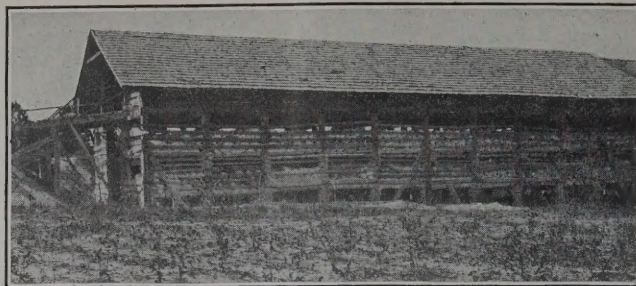
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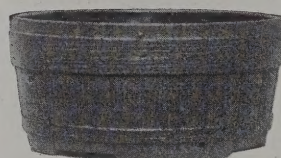
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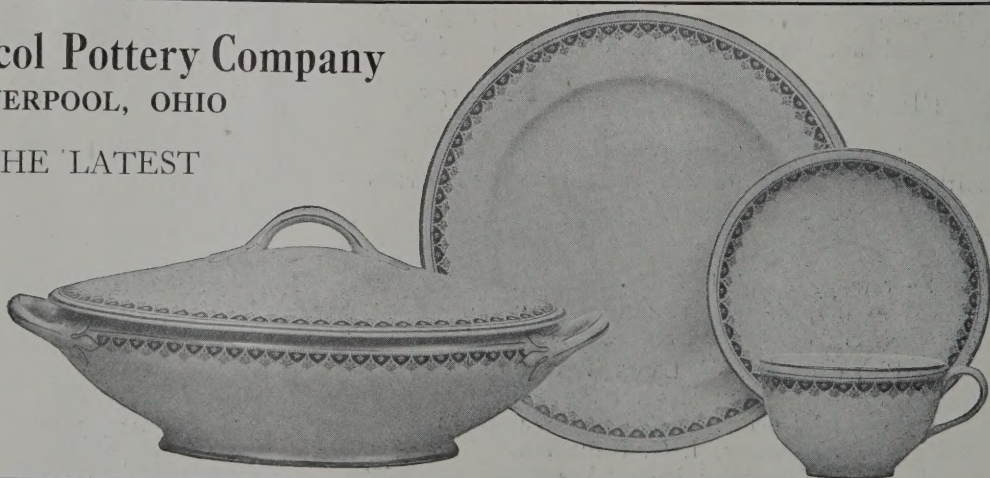
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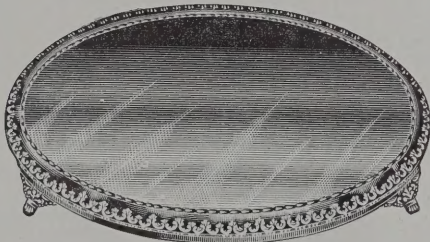
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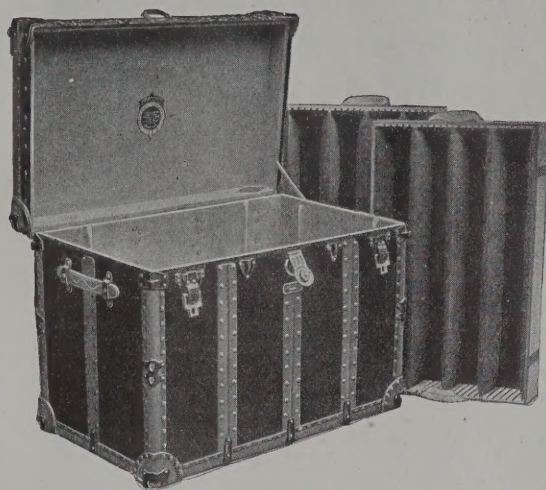
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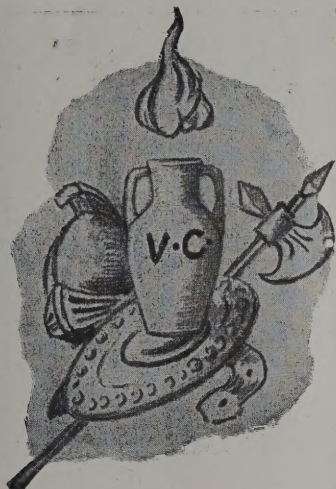
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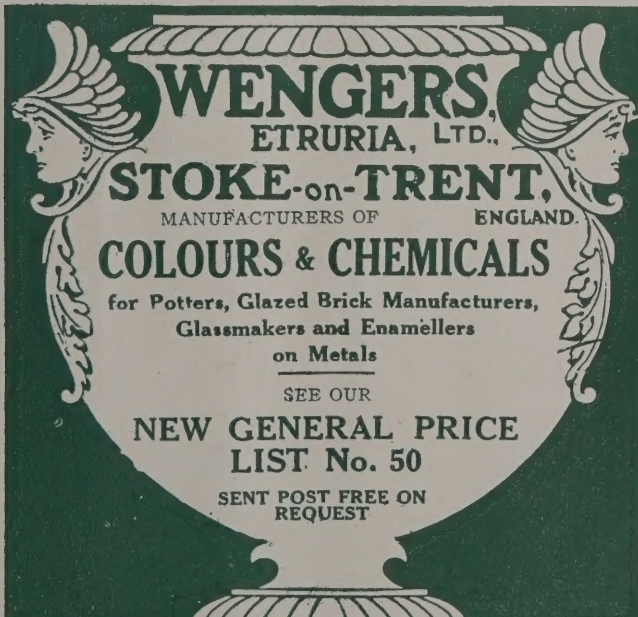
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